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PAPER SALES MERCHANT REPORT OCTOBER 80

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	October 1980 compared to October 1979	October 1980 compared to September 1980	Year 1980 to date compared to year 1979	Days outstanding accounts at close of October 1979	1980
1	+15.2%	- 1.4%	+10.9%	39	41
2	- 1.0%	- 3.2%	+ 6.8%	37	35
3	+ 8.7%	- 0.8%	+11.8%	32	33
4	- 0.5%	- 6.3%	+ 5.4%	33	32
5	+11.0%	- 2.4%	+13.2%	32	33
6	+ 8.6%	- 6.3%	+11.8%	41	38
7	+14.3%	+ 3.4%	+ 4.9%	32	35
N.Y.C.	+ 7.4%	+ 1.8%	+ 7.5%	44	44
CHICAGO	- 2.1%	- 5.2%	- 1.6%	35	36
LA.	+11.4%	- 2.5%	+ 9.8%	45	43
TOTAL	+ 6.5%	- 2.8%	+ 8.7%	37	36

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

Region 2
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

Region 3
Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.

Region 4
Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

Region 5
Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.

Region 6
Idaho, Utah, Arizona, Nevada, New Mexico, Washington, Oregon, California, Alaska and Hawaii. (excluding the Los Angeles Metropolitan area)

Region 7
Texas, Oklahoma, Louisiana, Arkansas and Mississippi.

New York Metropolitan
N.Y.—New York City, Long Island and Westchester County.
N.J.—Counties of: Bergen, Essex, Hudson, Middlesex, Passaic and Union.

Chicago Metropolitan
City of Chicago, Cook, DuPage and Lake Counties plus Lake County in Indiana.

Los Angeles Metropolitan
Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

NATIONAL PAPER TRADE ASSOCIATION, inc.
420 Lexington Avenue, New York, NY 10170

Seasonally Adjusted Sales Activity on 12 Consecutive Months

PAPER SALES MERCHANT REPORT OCTOBER 80

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	October 1980 compared to October 1979	October 1980 compared to September 1980	Year 1980 to date compared to year 1979	Days outstanding accounts at close of October 1979	1980
1	+ 6.1%	+ 1.7%	+ 4.8% *	50	52
2	- 1.3%	- 5.4%	+11.7%	45	43
3	+ 6.9%	- 0.9%	+12.4%	42	40
4	+21.4%	+24.3%	+ 0.1%	43	41
5	+11.3%	+ 1.7%	+12.3%	43	42
6	+16.4%	+ 1.3%	+15.6%	45	43
7	+20.3%	- 2.5%	+22.1%	42	38
N.Y.C.	- 3.6%	+ 4.7%	+ 4.3%	42	41
CHICAGO	- 3.7%	+ 9.2%	- 1.1%	44	42
LA.	+ 4.1%	- 0.9%	+12.0%	45	39
TOTAL	+ 8.8%	+ 5.4%	+ 7.7%	46	42

*The September, 1980 Year to Date cumulative amount for Region 1 was +4.7% rather than +7.0%.

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

NATIONAL PAPER TRADE ASSOCIATION, inc.
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PAPER MERCHANT SALES REPORT NOVEMBER 80

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	November 1980 compared to November 1979	November 1980 compared to October 1980	Year 1980 to date compared to year 1979	Days outstanding accounts at close of November 1979	1980
1	+ 8.4%	+ 8.8%	+10.6%	36	42
2	- 3.9%	- 9.8%	+ 5.4%	36	37
3	+11.8%	+ 0.5%	+11.8%	35	33
4	+ 5.4%	+ 8.0%	+ 5.4%	33	34
5	+15.7%	+ 7.1%	+13.4%	33	33
6	+ 4.9%	+ 2.8%	+11.1%	37	36
7	+16.5%	+ 7.2%	+ 6.4%	32	35
N Y C	+17.1%	- 3.7%	+ 8.0%	44	47
CHICAGO	- 5.5%	+ 7.4%	- 2.1%	37	33
LA	+11.8%	+ 8.0%	+10.0%	43	42
TOTAL	+ 8.0%	+ 3.6%	+ 8.7%	37	36

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

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Idaho, Utah, Arizona, Nevada, New Mexico, Washington, Oregon, California, Alaska and Hawaii. (excluding the Los Angeles Metropolitan area)

Region 7
Texas, Oklahoma, Louisiana, Arkansas and Mississippi.

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N.Y.—New York City, Long Island and Westchester County.
N.J.—Counties of: Bergen, Essex, Hudson, Middlesex, Passaic and Union.

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PAPER MERCHANT SALES REPORT NOVEMBER 80

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	November 1980 compared to November 1979	November 1980 compared to October 1980	Year 1980 to date compared to year 1979	Days outstanding accounts at close of November 1979	1980
1	+ 6.0%	+ 4.9%	+ 4.9%	48	52
2	+ 2.5%	+11.1%	+10.5%	44	47
3	+ 8.7%	- 4.1%	+12.0%	42	44
4	- 1.7%	+ 7.8%	- 0.1%	41	43
5	+21.4%	+ 4.1%	+13.1%	40	40
6	- 2.5%	- 8.5%	+13.8%	43	35
7	+13.2%	+ 3.0%	+21.0%	42	37
N.Y.C.	- 7.5%	+ 2.0%	+ 3.3%	43	44
CHICAGO	-16.8%	- 4.0%	- 2.9%	42	44
LA.	+ 4.9%	+ 2.1%	+ 6.5%	36	36
TOTAL	+ 2.0%	+ 3.1%	+ 7.1%	44	43

Selling Days

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PAPER MERCHANT SALES REPORT DECEMBER 80

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	December 1980 compared to December 1979	December 1980 compared to November 1980	Year 1980 to date compared to year 1979	Days outstanding accounts at close of December 1979	1980
1	+16.2%	+ 0.8%	+11.2%	40	42
2	+ 9.1%	- 1.8%	+ 5.8%	36	38
3	+11.3%	- 0.5%	+11.7%	35	33
4	+ 8.4%	- 2.5%	+ 5.6%	34	34
5	+ 6.0%	+ 3.3%	+12.6%	34	35
6	+16.6%	+ 4.0%	+11.3%	38	39
7	+17.8%	+ 6.7%	+ 7.5%	34	34
N.Y.C.	+ 6.3%	- 0.3%	+ 7.9%	45	46
CHICAGO	+ 5.5%	+ 4.8%	- 1.1%	34	35
LA.	+13.7%	- 4.7%	+10.3%	47	46
TOTAL	+10.9%	+ 0.2%	+ 8.9%	37	36

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

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New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

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Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.

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Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

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PAPER MERCHANT SALES REPORT DECEMBER 80

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	December 1980 compared to December 1979	December 1980 compared to November 1980	Year 1980 to date compared to year 1979	Days outstanding accounts at close of December 1979	1980
1	+14.0%	- 6.8%	+ 5.5%	50	56
2	+ 3.9%	- 4.7%	+ 9.8%	46	49
3	+11.9%	+ 3.3%	+12.0%	43	45
4	+ 3.9%	- 8.0%	+ 0.3%	42	43
5	+ 5.3%	- 7.0%	+12.4%	45	43
6	+ 2.1%	+ 5.4%	+12.7%	43	48
7	+ 5.4%	- 4.1%	+19.4%	46	43
N.Y.C.	-17.1%	- 3.2%	+ 1.0%	45	44
CHICAGO	- 3.7%	+12.0%	- 3.0%	42	48
LA	+ 9.4%	+ 2.5%	+ 6.8%	40	33
TOTAL	+ 2.5%	- 2.6%	+ 6.7%	46	46

Selling Days

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Days Outstanding

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PAPER MERCHANT SALES REPORT JANUARY 1981*

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	Jan 1981 to Jan 1980	Jan 1981 to Dec 1980	Year 1981 to Date to Year 1980	Days Outst Accts at close of Jan 1980	1981
1	- 2.2%	+ 0.6%	- 2.2%	50	59
2	- 1.8%	+ 4.9%	- 1.8%	48	47
3	+10.0%	- 2.3%	+10.0%	46	42
4	- 3.0%	+ 2.7%	- 3.0%	42	42
5	+ 9.6%	- 5.0%	+ 9.6%	43	40
6	+ 0.0%	- 6.3%	+ 0.0%	35	42
7	+ 6.5%	+ 0.7%	+ 6.5%	45	51
N.Y.C.	- 7.4%	+ 0.7%	- 7.4%	44	44
CHICAGO	- 6.6%	+ 1.2%	- 6.6%	43	44
L.A.	- 0.8%	- 3.5%	- 0.8%	44	41
TOTAL	- 0.2%	+ 0.1%	-0.2%	44	44

* Correction: January, 1981 Sales Report

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

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PAPER MERCHANT SALES REPORT JANUARY 1981*

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	Jan 1981 to Jan 1980	Jan 1981 to Dec 1980	Year 1981 to Date to Year 1980	Days Outst Accts at close of Jan 1980	1981
1	+7.3%	+3.7%	+7.3%	38	45
2	+3.8%	-10.1%	+3.8%	34	37
3	+6.3%	-9.7%	+6.3%	36	33
4	+0.9%	-5.5%	+0.9%	34	34
5	+4.7%	-19.3%	+4.7%	33	33
6	+14.5%	-8.1%	+14.5%	42	39
7	-1.2%	-13.6%	-1.2%	40	35
N.Y.C.	+5.4%	-0.9%	+5.4%	44	42
CHICAGO	+6.2%	-15.4%	+6.2%	36	35
LA.	+24.0%	+2.9%	+24.0%	42	45
TOTAL	+5.7%	-8.5%	+5.7%	38	36

* Correction: January, 1981 Sales Report

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

Region 2
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

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Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

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PAPER SALES MERCHANT REPORT FEBRUARY 81

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	FEBRUARY 1981 -COMPARED TO- FEBRUARY 1980	FEBRUARY 1981 -COMPARED TO- JANUARY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF FEBRUARY 1980	1981
1	+ 2.3%	+ 0.8%	+ 5.2%	39	45
2	+ 8.6%	+ 4.2%	+ 5.8%	34	37
3	- 2.1%	- 4.5%	+ 2.1%	36	34
4	+ 2.7%	+ 3.2%	+ 1.8%	34	34
5	+ 6.0%	+ 3.8%	+ 5.4%	33	33
6	+ 8.6%	+10.8%	+10.7%	38	38
7	+12.5%	+ 2.8%	+ 5.5%	33	35
N.Y.C.	+ 6.3%	- 1.8%	+ 5.7%	46	45
CHICAGO	+ 6.0%	+ 5.8%	+ 6.1%	37	39
LA	+11.9%	- 2.9%	+17.2%	47	42
TOTAL	+ 5.3%	+ 2.2%	+ 5.5%	37	37

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

Region 2
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

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Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.

Region 4
Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

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New York Metropolitan
N.Y.—New York City, Long Island and Westchester County.
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Los Angeles Metropolitan
Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

NATIONAL PAPER TRADE ASSOCIATION, Inc.
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PAPER MERCHANT SALES REPORT FEBRUARY 81

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	FEBRUARY 1981 -COMPARED TO- FEBRUARY 1980	FEBRUARY 1981 -COMPARED TO- JANUARY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF FEBRUARY 1980	1981
1	+ 6.8%	+ 8.8%	+ 2.8%	47	52
2	+ 7.5%	+ 5.6%	+ 3.3%	43	45
3	+13.2%	+ 8.2%	+11.6%	43	44
4	+ 6.2%	+10.6%	+ 1.6%	40	41
5	+10.5%	+ 5.5%	+10.1%	42	37
6	- 2.1%	+ 9.4%	- 1.2%	44	40
7	+11.2%	+ 3.6%	+ 8.8%	45	38
N.Y.C.	- 7.6%	+ 5.3%	- 7.5%	43	43
CHICAGO	+ 5.7%	+ 4.6%	- 0.7%	41	44
LA	+ 2.0%	+ 4.1%	+ 0.7%	49	38
TOTAL	+ 5.1%	+ 7.1%	+ 2.6%	43	42

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

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NATIONAL PAPER TRADE ASSOCIATION, Inc.
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PAPER SALES MERCHANT REPORT MARCH 81

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	MARCH 1981 -COMPARED TO- MARCH 1980	MARCH 1981 -COMPARED TO- FEBRUARY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF MARCH 1980	1981
1	+ 3.5%	- 5.6%	+ 3.0%	48	51
2	+ 2.9%	- 1.1%	+ 3.2%	45	44
3	+ 5.1%	+ 2.8%	+ 9.4%	41	41
4	- 0.6%	- 6.8%	+ 0.8%	42	35
5	+ 9.6%	+ 5.8%	+ 9.9%	41	39
6	+ 6.0%	+ 4.8%	+ 1.4%	42	42
7	+14.1%	+ 5.8%	+10.4%	40	38
N.Y.C.	- 8.4%	- 4.9%	- 7.8%	41	42
CHICAGO	- 6.5%	- 6.3%	- 2.6%	43	42
L.A.	- 6.3%	- 3.8%	- 1.8%	40	39
TOTAL	+ 1.2%	- 2.0%	+ 2.1%	42	40

Selling Days

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NATIONAL PAPER TRADE ASSOCIATION, Inc.
420 Lexington Avenue, New York, NY 10170

PAPER MERCHANT SALES REPORT MARCH 81

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	MARCH 1981 -COMPARED TO- MARCH 1980	MARCH 1981 -COMPARED TO- FEBRUARY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF MARCH 1980	1981
1	+ 5.4%	+ 2.2%	+ 5.3%	39	40
2	+ 1.3%	+ 0.9%	+ 4.4%	36	37
3	+11.0%	+ 3.0%	+ 5.2%	34	31
4	+ 8.7%	+ 9.5%	+ 4.8%	31	31
5	+10.0%	+ 2.4%	+ 7.0%	34	33
6	+ 1.4%	- 8.5%	+ 7.1%	38	37
7	+ 7.1%	+ 2.0%	+ 6.0%	32	33
N.Y.C.	+ 5.7%	- 3.4%	+ 5.7%	48	42
CHICAGO	+ 5.2%	+ 3.0%	+ 5.8%	34	34
L.A.	+16.0%	+ 1.7%	+16.8%	47	44
TOTAL	+ 7.5%	+ 2.5%	+ 6.2%	36	34

Regional Breakdown

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Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

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Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.

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PAPER SALES MERCHANT REPORT APRIL 81

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	APRIL 1981 -COMPARED TO- APRIL 1980	APRIL 1981 -COMPARED TO- MARCH 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF APRIL 1980	1981
1	+ 4.8%	+ 1.7%	+ 3.5%	47	54
2	+ 1.4%	- 5.9%	+ 2.8%	43	43
3	+13.1%	- 5.2%	+10.4%	46	39
4	+ 5.9%	- 1.2%	+ 2.0%	40	39
5	+12.4%	- 2.6%	+10.5%	40	37
6	+22.6%	- 4.3%	+ 6.4%	38	39
7	+ 7.2%	- 4.4%	+ 9.6%	37	36
N.Y.C.	-10.4%	- 5.2%	- 8.4%	44	42
CHICAGO	- 5.6%	- 0.3%	- 3.4%	43	44
LA.	+ 8.8%	+ 4.1%	+ 0.9%	38	39
TOTAL	+ 5.7%	- 2.6%	+ 3.0%	43	41

Selling Days

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Days Outstanding

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PAPER SALES MERCHANT REPORT APRIL 81

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	APRIL 1981 -COMPARED TO- APRIL 1980	APRIL 1981 -COMPARED TO- MARCH 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF APRIL 1980	1981
1	+ 9.0%	+ 5.9%	+ 6.2%	40	43
2	+15.3%	+ 5.0%	+ 6.7%	36	36
3	+ 8.4%	- 4.5%	+ 6.0%	31	31
4	+ 8.9%	+ 2.3%	+ 5.7%	32	33
5	+12.3%	+ 3.9%	+ 8.3%	34	33
6	+15.9%	+ 6.4%	+ 9.5%	40	39
7	+15.0%	+ 3.9%	+ 8.2%	38	34
N.Y.C.	+ 9.4%	+ 0.5%	+ 6.5%	40	43
CHICAGO	+ 1.4%	-11.9%	+ 4.9%	33	34
LA.	+21.7%	+ 2.6%	+18.1%	45	42
TOTAL	+12.0%	+ 1.7%	+ 7.6%	36	35

Regional Breakdown

Region 1 Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.	**Region 2** New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)	**Region 3** Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.	**Region 4** Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)	**Region 5** Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.
Region 6 Idaho, Utah, Arizona, Nevada, New Mexico, Washington, Oregon, California, Alaska and Hawaii. (excluding the Los Angeles Metropolitan area)	**Region 7** Texas, Oklahoma, Louisiana, Arkansas and Mississippi.	**New York Metropolitan** N.Y.—New York City, Long Island and Westchester County. N.J.—Counties of: Bergen, Essex, Hudson, Middlesex, Passaic and Union.	**Chicago Metropolitan** City of Chicago, Cook, DuPage and Lake Counties plus Lake County in Indiana.	**Los Angeles Metropolitan** Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

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PAPER SALES MERCHANT REPORT MAY 81

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	MAY 1981 -COMPARED TO- MAY 1980	MAY 1981 -COMPARED TO- APRIL 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF MAY 1980	1981
1	+ 9.6%	+ 0.9%	+ 6.8%	38	42
2	+ 9.9%	- 3.2%	+ 7.4%	36	36
3	+18.2%	+13.6%	+ 8.5%	36	35
4	+15.2%	+ 3.3%	+ 7.2%	31	33
5	+10.2%	+ 0.0%	+ 8.7%	32	33
6	+ 0.9%	- 0.8%	+ 7.5%	39	37
7	+ 8.9%	- 0.4%	+ 8.3%	35	36
N.Y.C.	+ 0.3%	- 2.8%	+ 5.3%	40	48
CHICAGO	+19.5%	+ 9.2%	+ 7.8%	33	37
LA.	+11.4%	- 1.9%	+16.6%	46	41
TOTAL	+11.2%	+ 2.8%	+ 8.3%	37	36

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

Region 2
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

Region 3
Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.

Region 4
Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

Region 5
Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.

Region 6
Idaho, Utah, Arizona, Nevada, New Mexico, Washington, Oregon, California, Alaska and Hawaii. (excluding the Los Angeles Metropolitan area)

Region 7
Texas, Oklahoma, Louisiana, Arkansas and Mississippi.

New York Metropolitan
N.Y.—New York City, Long Island and Westchester County. N.J.—Counties of: Bergen, Essex, Hudson, Middlesex, Passaic and Union.

Chicago Metropolitan
City of Chicago, Cook, DuPage and Lake Counties plus Lake County in Indiana.

Los Angeles Metropolitan
Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

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PAPER SALES MERCHANT REPORT MAY 81

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	MAY 1981 -COMPARED TO- MAY 1980	MAY 1981 -COMPARED TO- APRIL 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF MAY 1980	1981
1	+ 5.3%	+ 0.8%	+ 3.9%	47	56
2	+ 4.1%	+ 1.6%	+ 3.0%	45	46
3	+ 8.8%	+ 8.5%	+10.0%	41	42
4	+ 9.9%	+ 1.5%	+ 3.4%	41	40
5	+18.8%	+ 1.7%	+12.2%	42	37
6	+ 1.2%	- 0.2%	+ 5.3%	43	40
7	+15.3%	+ 3.0%	+10.9%	38	37
N.Y.C.	- 0.2%	+ 9.6%	- 6.8%	40	44
CHICAGO	+ 7.4%	+ 0.7%	- 1.5%	44	44
LA.	+ 2.1%	- 4.8%	+ 1.1%	41	38
TOTAL	+ 7.2%	+ 2.6%	+ 3.8%	42	42

Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

Days Outstanding

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PAPER SALES MERCHANT REPORT JUNE 81

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	JUNE 1981 -COMPARED TO- JUNE 1980	JUNE 1981 -COMPARED TO- MAY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF JUNE 1980	1981
1	+14.9%	+ 5.7%	+ 8.1%	48	45
2	+11.7%	+ 0.1%	+ 8.0%	35	36
3	+17.3%	- 7.2%	+ 9.9%	32	35
4	+14.9%	+ 1.0%	+ 8.2%	33	34
5	+12.4%	+ 5.7%	+ 9.4%	32	36
6	+ 7.1%	+ 6.3%	+ 7.4%	40	41
7	+10.4%	+ 4.4%	+ 8.7%	33	37
N.Y.C.	+12.0%	+ 1.3%	+ 6.6%	42	44
CHICAGO	+11.1%	+ 1.8%	+ 8.3%	36	30
LA.	+21.4%	+ 1.4%	+17.4%	44	45
TOTAL	+13.4%	+ 0.9%	+ 9.2%	36	38

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

Region 2
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

Region 3
Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.

Region 4
Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

Region 5
Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.

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Idaho, Utah, Arizona, Nevada, New Mexico, Washington, Oregon, California, Alaska and Hawaii. (excluding the Los Angeles Metropolitan area)

Region 7
Texas, Oklahoma, Louisiana, Arkansas and Mississippi.

New York Metropolitan
N.Y.—New York City, Long Island and Westchester County. N.J.—Counties of: Bergen, Essex, Hudson, Middlesex, Passaic and Union.

Chicago Metropolitan
City of Chicago, Cook, DuPage and Lake Counties plus Lake County in Indiana.

Los Angeles Metropolitan
Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

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PAPER SALES MERCHANT REPORT JUNE 81

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PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	JUNE 1981 -COMPARED TO- JUNE 1980	JUNE 1981 -COMPARED TO- MAY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF JUNE 1980	1981
1	+ 6.6%	- 1.7%	+ 4.3%	48	52
2	+13.9%	+ 6.3%	+ 4.4%	45	46
3	+14.3%	- 7.8%	+10.7%	41	42
4	+12.8%	- 0.2%	+ 4.8%	43	43
5	+18.4%	- 1.9%	+13.2%	44	39
6	+ 6.0%	- 6.3%	+ 5.4%	41	41
7	+ 1.3%	- 6.3%	+ 9.1%	38	38
N.Y.C.	+ 0.2%	- 1.9%	- 5.7%	42	44
CHICAGO	+ 6.4%	+ 1.4%	- 0.2%	46	45
LA.	+ 8.3%	+ 3.7%	+ 2.3%	37	42
TOTAL	+ 9.3%	- 1.6%	+ 4.6%	43	43

Selling Days

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PAPER SALES MERCHANT REPORT JULY 81

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	JULY 1981 -COMPARED TO- JULY 1980	JULY 1981 -COMPARED TO- JUNE 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF JULY 1980	1981
1	+18.4%	- 3.2%	+ 9.3%	37	39
2	+16.6%	- 1.2%	+ 9.1%	35	35
3	+16.4%	+ 0.2%	+10.6%	32	31
4	+14.5%	- 4.2%	+ 9.0%	35	32
5	+13.7%	- 2.1%	+10.0%	32	32
6	+11.9%	+ 7.1%	+ 8.1%	41	40
7	+17.0%	+ 4.0%	+ 9.9%	32	34
N.Y.C.	+ 5.7%	- 7.9%	+ 6.5%	45	45
CHICAGO	+15.3%	- 2.0%	+ 9.1%	32	34
LA.	+23.3%	+ 0.5%	+18.3%	44	41
TOTAL	+15.3%	- 0.1%	+10.0%	37	35

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

Region 2
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

Region 3
Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.

Region 4
Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

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Idaho, Utah, Arizona, Nevada, New Mexico, Washington, Oregon, California, Alaska and Hawaii. (excluding the Los Angeles Metropolitan area)

Region 7
Texas, Oklahoma, Louisiana, Arkansas and Mississippi.

New York Metropolitan
N.Y.—New York City, Long Island and Westchester County. N.J.—Counties of: Bergen, Essex, Hudson, Middlesex, Passaic and Union.

Chicago Metropolitan
City of Chicago, Cook, DuPage and Lake Counties plus Lake County in Indiana.

Los Angeles Metropolitan
Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

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PAPER SALES MERCHANT REPORT JULY 81

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	JULY 1981 -COMPARED TO- JULY 1980	JULY 1981 -COMPARED TO- JUNE 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF JULY 1980	1981
1	+13.9%	- 7.5%	+ 5.6%	46	53
2	+10.0%	- 9.2%	+ 5.1%	46	44
3	+ 4.6%	- 3.2%	+10.0%	42	42
4	+11.8%	+ 4.6%	+ 5.7%	43	41
5	+14.9%	- 2.3%	+13.4%	42	38
6	+18.9%	- 0.6%	+ 7.2%	38	39
7	+ 9.9%	+ 2.2%	+ 9.2%	36	38
N.Y.C.	+21.0%	- 7.1%	- 2.6%	41	41
CHICAGO	+ 4.7%	-12.0%	+ 0.4%	43	44
LA.	+19.0%	+ 2.8%	+ 4.5%	38	40
TOTAL	+12.7%	- 2.3%	+ 5.7%	42	42

Selling Days

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PAPER SALES MERCHANT REPORT AUGUST 81

INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	AUGUST 1981 -COMPARED TO- AUGUST 1980	AUGUST 1981 -COMPARED TO- JULY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF AUGUST 1980	1981
1	+17.1%	+ 7.0%	+10.3%	42	42
2	+20.1%	+ 3.2%	+10.4%	37	37
3	+21.9%	+ 8.1%	+12.2%	31	35
4	+ 9.0%	+ 3.0%	+ 9.0%	33	34
5	+10.9%	+ 1.5%	+10.1%	32	35
6	+10.7%	+ 0.5%	+ 8.5%	39	39
7	+10.0%	+ 1.4%	+ 9.9%	34	36
N.Y.C.	+13.3%	- 3.7%	+ 7.3%	46	47
CHICAGO	+ 5.1%	- 4.7%	+ 8.6%	36	36
LA.	+17.1%	- 6.9%	+18.1%	44	42
TOTAL	+14.4%	+ 2.3%	+10.5%	36	37

Regional Breakdown

Region 1
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

Region 2
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

Region 3
Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.

Region 4
Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

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Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.

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PAPER SALES MERCHANT REPORT AUGUST 81

PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

NPTA Region	AUGUST 1981 -COMPARED TO- AUGUST 1980	AUGUST 1981 -COMPARED TO- JULY 1981	1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE	DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF AUGUST 1980	1981
1	+14.1%	+19.8%	+ 6.9%	52	55
2	+17.2%	+13.2%	+ 6.3%	46	48
3	+ 7.5%	+ 0.3%	+ 9.7%	45	44
4	+19.7%	+ 1.5%	+ 7.2%	41	42
5	+ 6.9%	+ 3.0%	+12.6%	42	39
6	+17.7%	+12.6%	+ 8.5%	44	44
7	+12.4%	+ 5.7%	+ 9.6%	41	38
N.Y.C.	+24.5%	+12.4%	+ 0.5%	45	45
CHICAGO	+ 8.3%	+ 2.2%	+ 1.3%	45	46
LA.	+18.2%	+ 5.8%	+ 6.2%	42	41
TOTAL	+15.5%	+ 6.9%	+ 6.8%	44	44

Selling Days

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